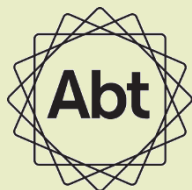


# The Private Sector: A Key Partner in the Health System

**Susan Mitchell, Project Director**  
Strengthening Health Outcomes  
through the Private Sector



**SHOPS is funded by the U.S. Agency for International Development.**  
**Abt Associates leads the project in collaboration with**  
Banyan Global  
Jhpiego  
Marie Stopes International  
Monitor Group  
O'Hanlon Health Consulting

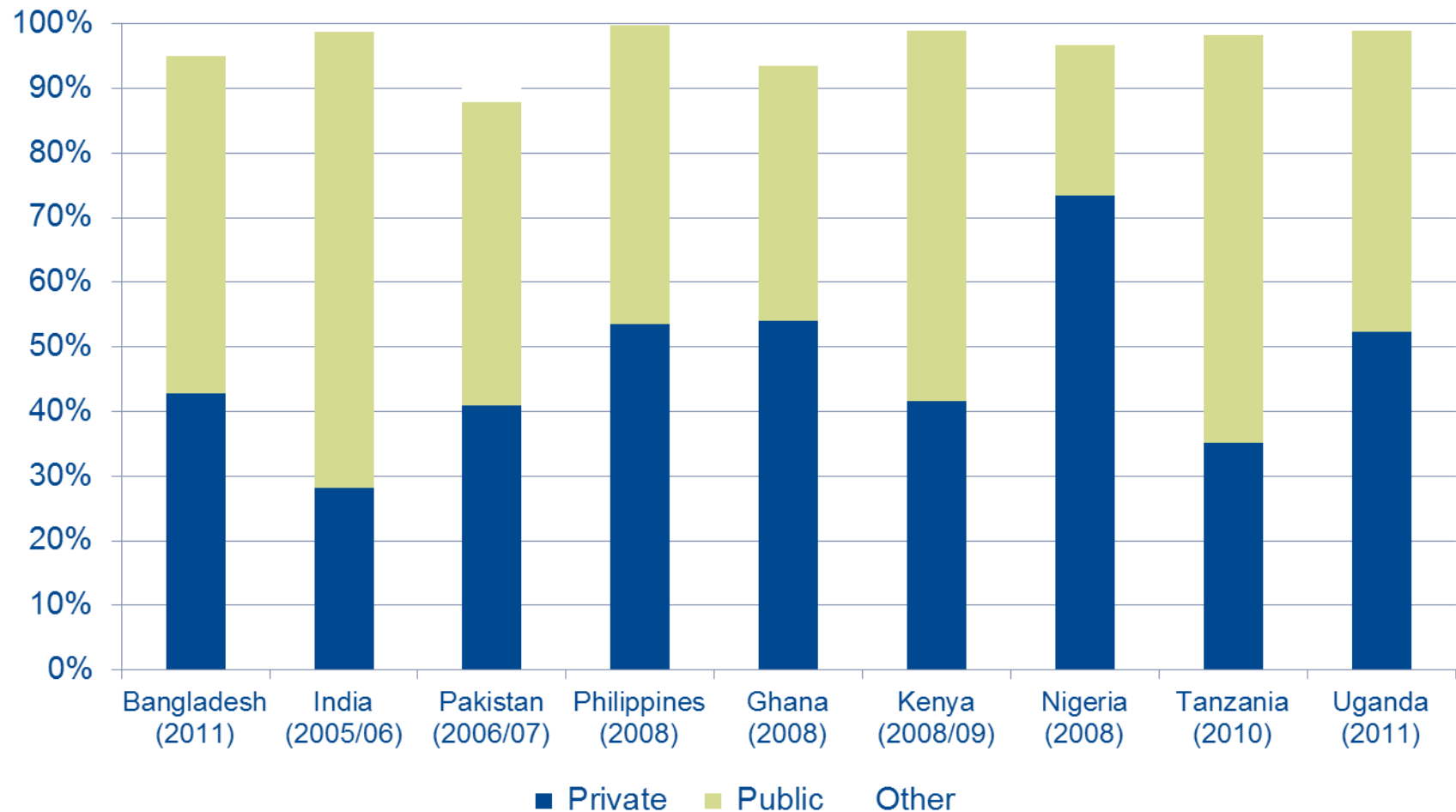
# Why the Private Sector?

The private sector plays a significant role in provision of health services and is a key player in the health system

- Approximately half of the health care in Africa is provided by the private sector
- In Pakistan and India 75% of health care is provided in the private sector

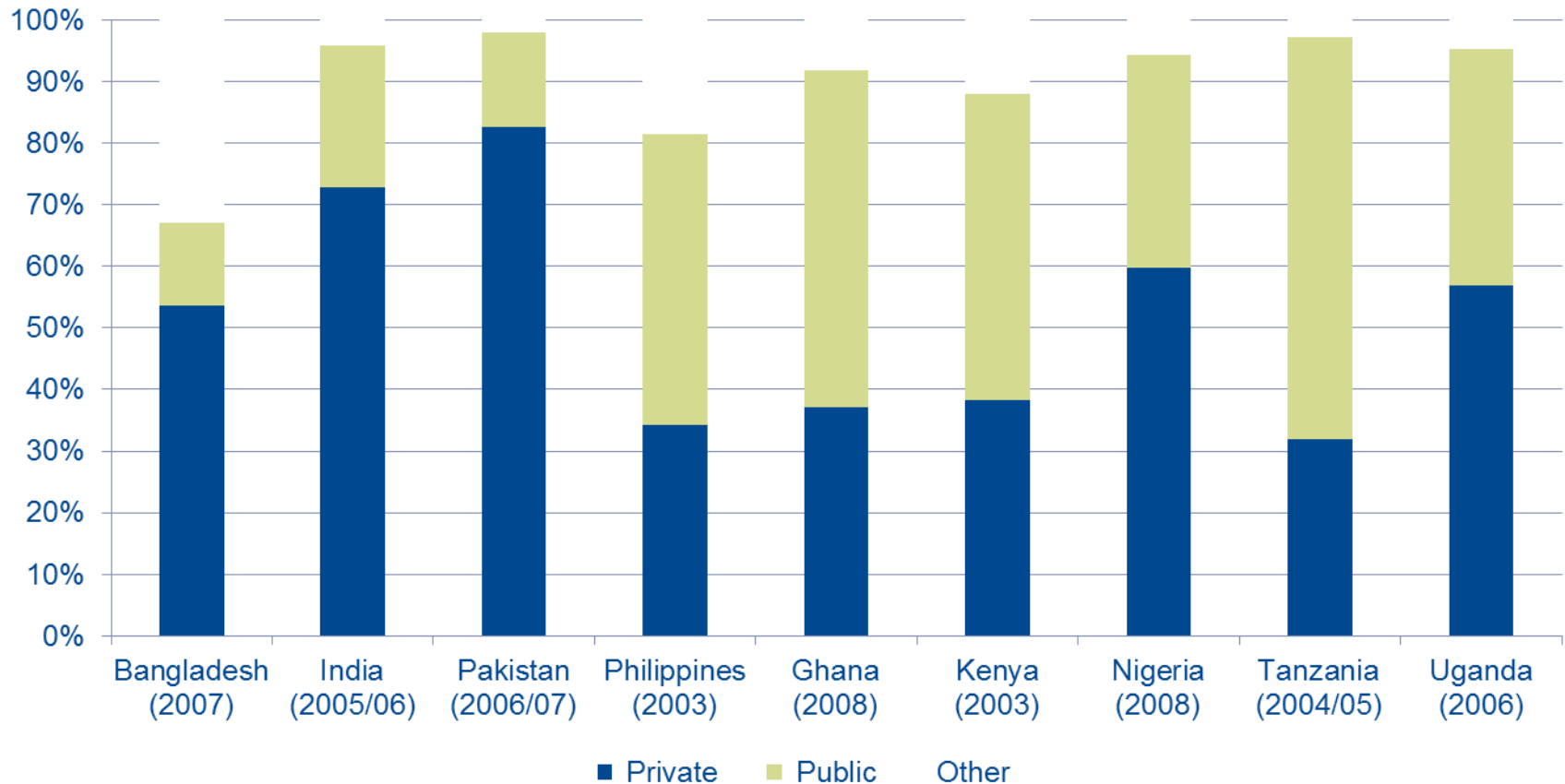


# Source of Supply for Modern Contraceptive Methods



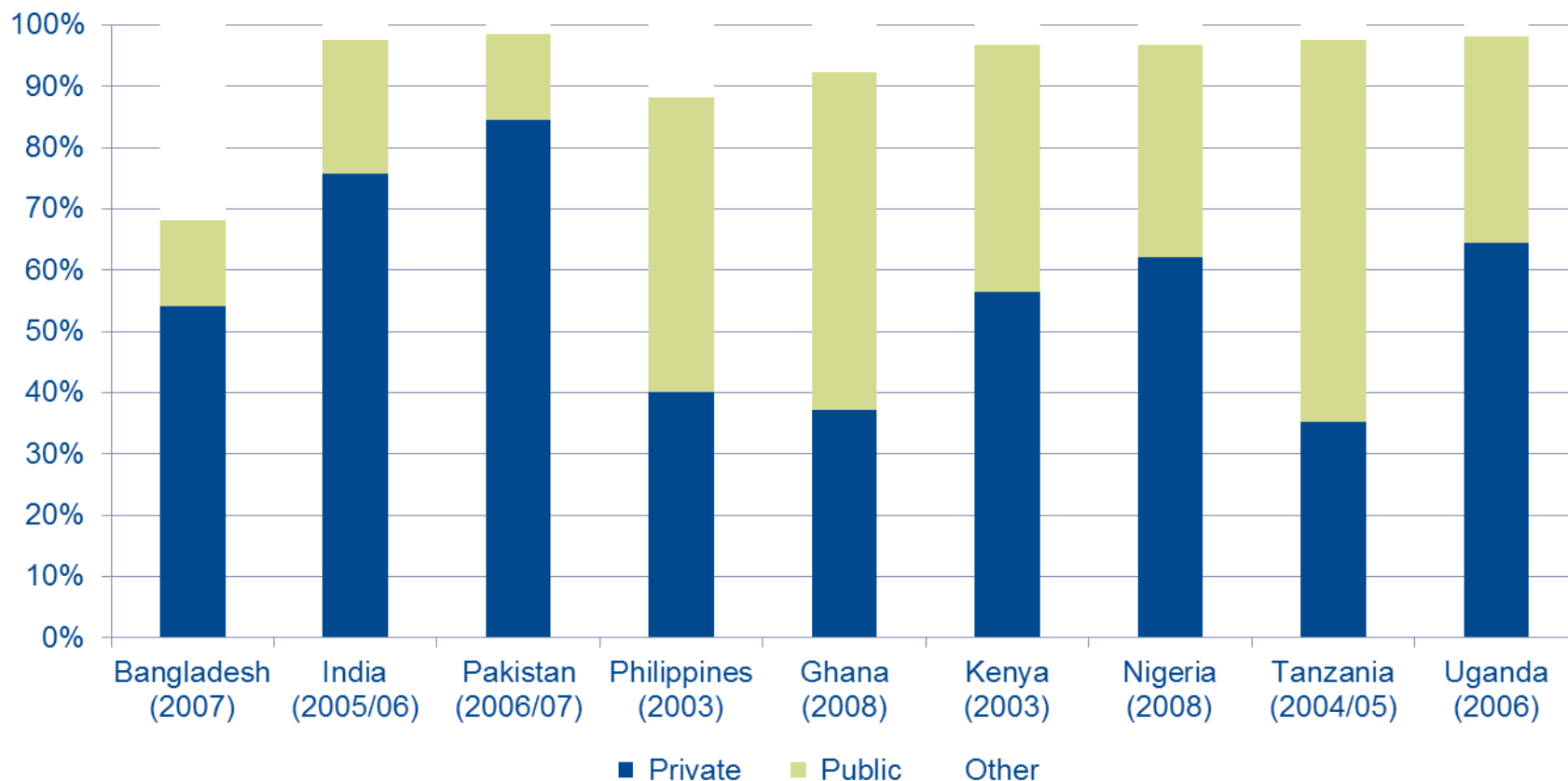
Source: ICF International, 2012. MEASURE DHS STATcompiler - <http://www.statcompiler.com> - May 10 2013

# Source of Supply Diarrhea Treatment Children Under 5



Data Source: Bangladesh (2007), India (2005/06), Pakistan (2006/07), Philippines (2003), Ethiopia (2005), Kenya (2003), Nigeria (2008), Tanzania (2004/05), and Uganda (2006) Demographic and Health Surveys

# Source of Supply ARI Treatment Children Under 5



Data Source: Bangladesh (2007), India (2005/06), Pakistan (2006/07), Philippines (2003), Ethiopia (2005), Kenya (2003), Nigeria (2008), Tanzania (2004/05), and Uganda (2006) Demographic and Health Surveys

# Providers in the Private Sector

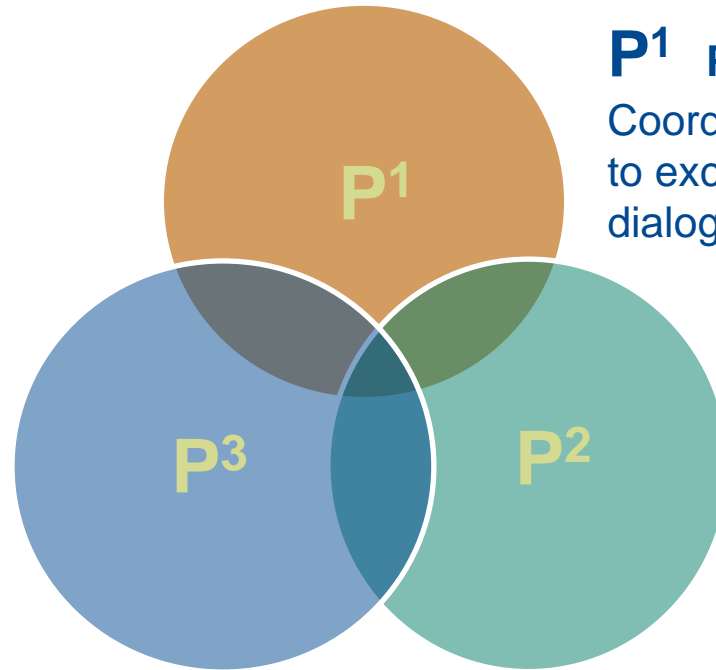


# A Changing Landscape

- Growing recognition that the private health sector can make a difference in health
- Shift from adversarial to collaborative relations
- Acknowledgement of the need for stronger engagement of all stakeholders including the private sector
- Appreciation of new skills, expertise and resources



# Different Levels of Private Sector Engagement



**P<sup>1</sup> Public private dialogue**  
Coordination between the sectors to exchange information and to dialogue on issues related to health

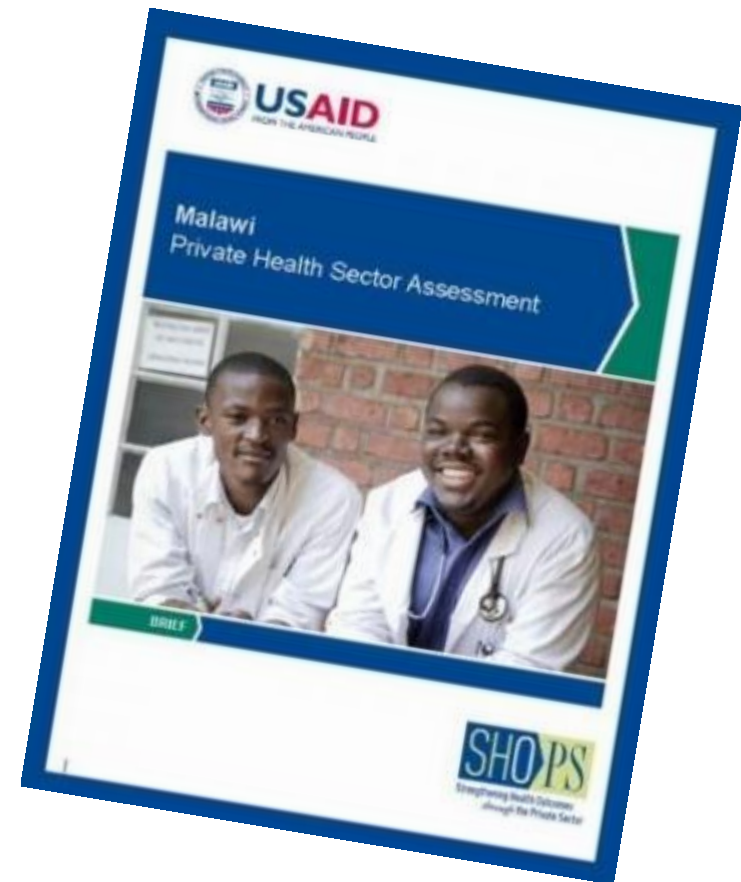
**P<sup>2</sup> Public private coordination**  
Cooperation between the public and private sectors

**P<sup>3</sup> Public private partnerships**  
Formal partnerships improving access to health services and products



# P1 Dialogue: *Private Health Sector Assessments*

- **Landscape** of all health sector actors and relationships
- **Comprehensive** description of private health sector
- **Roadmap** for dialogue
- **Strategic recommendations** to expand and/or create new PPPs
- **Over 20 PSA's** conducted



# P2 Coordination: *Zinc Introduction in Nepal*

- Public sector committed to universal access to zinc
- Recognized that 58% of diarrhea treatment is in the private sector
- Implemented a coordinated scale-up for zinc (logo, campaign, training)



# P3 Partnerships: *Contracting*



- Increase in Government willingness and ability to contract with the private sector for provision of primary health care including MCH/FP
- CHAM contributes to 37% of health care service delivery in Malawi
- 75 of 172 (36%) of CHAM health facilities have contracting agreements with government
- 90% of the facilities are in rural and hard to reach areas

# P3 Partnership: *Insurance*

- While still nascent in many countries there is an increase in people covered by health insurance
- PhilHealth covers 84% of the population 60% of facilities accredited by PhilHealth are private providers
- Allows the poor to access health services in the private sector
- PhilHealth covers prenatal and postnatal care, deliveries and family planning





# The Private Sector Strengthens the Health Systems

- Increases number of available providers of products and services
- Improves consumer choice
- Mobilizes resources and expertise
- Opportunity is ripe for engagement of all actor





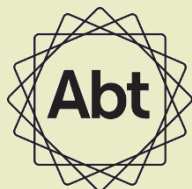
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FROM THE AMERICAN PEOPLE



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